

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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P R 231728Z AUG 76
FM AMEMBASSY BRUSSELS
TO USDOC WASHDC PRIORITY
INFO AMEMBASSY LUXEMBOURG
AMEMBASSY THE HAGUE
SECSTATE WASHDC 7778

UNCLAS BRUSSELS 08202

COMMERCE PASS OLIVER AND GOOTENBERG, SAD/OIM

E.O. 11652: N/A

TAGS: BEXP, BE, LU, NL

SUBJECT: POLLUTION CONTROL TRADE MISSION

REF: A) USDOC 13669, B) USDOC 13217, C) USDOC 13216,
D) OLIVER-HEIMANN TELECON 8/20/76

1. IN EARLY AUGUST (REFS B AND C), COMMERCE GAVE US DETAILED INFORMATION ON PARTICIPANTS IN POLLUTION CONTROL EQUIPMENT TRADE MISSION. PARA 3 REF A OF AUGUST 11 CONFIRMED PARTICIPATION BY SIX FIRMS LISTED. IN TELECON (REF D), HOWEVER, COMMERCE NOW INFORMS US THAT AUTOTROL AND ARF ARE CONCELING THEIR PARTICIPATION. IN ADDITION, THERE SEEMS TO BE SOME DOUBT WHETHER CONTINENTAL HYDRODYNE WILL BE PARTICIPATING SINCE COMMERCE HAS NOT SUCCEEDED IN REACHING THIS FIRM RECENTLY.

2. EMBASSY IS CONCERNED BY THIS INFORMATION, BELIEVING THAT SUDDEN DROP IN NUMBERS OF TRADE MISSION PARTICIPANTS COULD SERIOUSLY UNDERMINE THE EFFECTIVENESS OF THE MISSION'S OBJECTIVES IN BELGIUM. ENTIRE PROGRAM, WHICH IS ELABORATE, FULLY PLANNED AND CONFIRMED, TAKES ON QUESTIONABLE CHARACTER IF WE ARE ONLY SENDING THREE COMPANIES TO COVER THIS IMPORTANT SUBJECT. WE HAVE SOLD MISSION TO INFLUENTIAL COOPERATING ORGANIZATIONS LIKE CHAMBERS OF BRUSSELS AND LIEGE AND FABRIMETAL (ANTIPOL), AS WELL AS CCMS OF NATO,
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EEC AND BELGIAN GOVERNMENT OFFICIALS IN FIELD OF POLLUTION

CONTROL.

3. ACTION REQUESTED: WITH ABOVE IN MIND, WE URGE COMMERCE TO MAKE STRENUOUS EFFORT TO CONFIRM CONTINENTAL HYDRODYNE'S PARTICIPATION AND DO ALL POSSIBLE TO ASK ARF TO RECONSIDER ITS DECISION NOT TO TAKE PART IN MISSION. WOULD ANY LAST-MINUTE SUBSTITUTIONS BE POSSIBLE FROM AMONG AQUATECH PARTICIPANTS? WE BELIEVE WE CAN WORK EFFECTIVELY WITH FIVE-MEMBER TRADE MISSION AND CAN PROBABLY KEEP UP APPEARANCES WITH ONLY FOUR PARTICIPANTS. RENNER

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